ALFORD PACKAGING
DIVISION ALFORD INDUSTRIES INC
P. O. BOX 389
RIDGEFIELD PARK, N.J. 07660
N.J. (201) 440-3000
N.Y. (212) 736 0302

By Facsimile

June 15, 1992

Mr. Joseph D. Severino
PHILIP MORRIS
120 Park Avenue - 7th Floor
New York, NY 10017

Dear Joe:

Regarding your Parliament 2-Pack Promo (P.O. #N-78385) carton, there apparently was some miscommunication concerning the printing of the "starburst" color. We decided to print the starburst using process inks instead of a matched red color, mainly because we printed your order on a 7-color press, and not an 8-color press.

Because of the above, you asked me for a 10% reduction or $4,500.00. We have thoroughly reviewed the entire costing for this order and will be able to offer you a credit of $3,200.00.

I trust this will meet with your approval and we apologize for any inconvenience the starburst issue has caused you.

Sincerely yours,

Donald F. Kane
Vice President-Sales & Marketing

/Jp

cc: A. Boese
C. Bedi
E. Charles

2045588883

#62435 BG/starburst
400,800 received
6/19
Started ship 5200